



# BUFFALO District Office News

Information for the Small Business Community

District Director, Franklin J. Sciortino

SEPTEMBER 2006

## U.S. Small Business Administration Niagara Center

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### For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk:  
1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640
- Your rights to regulatory fairness:  
1-800-REG-FAIR
- SBA Home Page: [www.sba.gov](http://www.sba.gov)

*All of the SBA's programs and services are provided to the public on a non-discriminatory basis.*

## Business Matchmaking Event – Eastern Regional - Philadelphia

The Business Matchmaking Eastern Regional Face-to-Face Event will be hosted at the Pennsylvania Convention Center located in Downtown Philadelphia, Pennsylvania, Friday, September 22, 2006 in conjunction with the United States Hispanic Chamber of Commerce's National Convention. Participating firms will receive advance education and tools to prepare for face-to-face meetings with buyers from federal, state and local government agencies and major corporations.

The components of the Business Matchmaking Eastern Regional in Philadelphia, PA are:

- Individual business counseling and guidance provided by the SBA, SCORE, SBDC and other resource partners
- Viewing of the Virtual Business Matchmaking Workshop - an online tutorial to prepare for Business Matchmaking and procurement opportunities
- Access to the Business Matchmaking System in advance of the event to be matched with participating procurement representatives and setting a schedule for appointments with buyers
- Face-to-Face meetings with procurement representatives of federal, state and local government agencies and major corporations
- Networking with regional small business resources including access to capital, SBA loans, insurance, federal qualification requirements, women and minority business tools, certification, etc.
- On-site Internet access and email capabilities provided at the HP Tech Center
- Access to representatives from private sector co-sponsors for information about their companies

Registration for Business Matchmaking is free however space is extremely limited. To begin the registration process, obtain a Registration Pass Code by phone or in person from one of our host offices:

**Philadelphia District Office**  
Robert N.C. Nix Federal Building  
900 Market Street, 5th Floor  
Philadelphia, PA 19107  
215-580-2SBA (2722)

**Delaware District Office**  
The Nemours Building  
1007 North Orange Street, Suite 1120  
Wilmington, DE 19801-1232  
302-573-6294 x226 Mrs. Gedell J. Hawkins

**Washington Metropolitan Area District Office**  
740 15th Street NW, Suite 300  
Washington, DC 20005  
202-272-0345

[www.sba.gov/dc](http://www.sba.gov/dc)

**New Jersey District Office**  
Two Gateway Center, 15th Floor  
Newark, NJ 07102  
973-645-2434

[www.sba.gov/nj](http://www.sba.gov/nj)

**Maryland District Office**  
City Crescent Building, 6th Floor  
10 South Howard Street  
Baltimore, Maryland 21201  
410-962-6195 x310 Sandra Crawford  
410-962-6195 x326 Beverly James

[www.sba.gov/md](http://www.sba.gov/md)

If you have any questions about Business Matchmaking, please email

[registration@businessmatchmaking.com](mailto:registration@businessmatchmaking.com)

## LOOKING FOR 2007 NOMINATIONS

The SBA is looking for nominees for Small Business Week 2007. If you are interested in nominating someone, please visit the SBA website to review the SBW guidelines or contact Kelly LoTempio at [Kelly.lotempio@sba.gov](mailto:Kelly.lotempio@sba.gov).

Nominations for 2007 are due in the SBA Buffalo District Office by Friday, December 1, 2006.

Lender Updates by Dollar  
Buffalo District All 7(A) Loan Programs thru  
August 2006  
[http://www.sba.gov/idc/groups/public/documents/ny\\_buffalo/ny\\_buf\\_approvalsbufmay.pdf](http://www.sba.gov/idc/groups/public/documents/ny_buffalo/ny_buf_approvalsbufmay.pdf)

Lender Updates by Number  
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504 Loan Approvals  
[http://www.sba.gov/idc/groups/public/documents/ny\\_buffalo/ny\\_buf\\_approvalsbufandroc.pdf](http://www.sba.gov/idc/groups/public/documents/ny_buffalo/ny_buf_approvalsbufandroc.pdf)

504 Third Party Loan Approvals  
[http://www.sba.gov/idc/groups/public/documents/adacct/ny\\_buf\\_5043rdpartyapprovalsbuf.pdf](http://www.sba.gov/idc/groups/public/documents/adacct/ny_buf_5043rdpartyapprovalsbuf.pdf)

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**SBA News Releases**

*SBA Introduces Podcasts for Business Owners*  
[http://www.sba.gov/news/06-49\\_Podcasting.pdf](http://www.sba.gov/news/06-49_Podcasting.pdf)

*New Online Resources for Teen Business Start-Up Launched by SBA and JA Worldwide*  
<http://www.sba.gov/news/06-51.pdf>

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**SAVE THE DATE**

**WESTERN NEW YORK MATCHMAKING  
EVENT  
May 9, 2007  
Buffalo Convention Center  
Buffalo, New York**

**New Contracting Opportunities for Small Business**

The U.S. Small Business Administration, SCORE Buffalo Niagara and Business First of Buffalo are hosting their 2<sup>nd</sup> Annual Western New York Business Matchmaking event in Buffalo, New York on Wednesday, May 9, 2007. The event will combine education, training, counseling, networking and face-to-face meetings between small businesses and procurement representatives from government agencies and major corporations.

- Interested small businesses and procurement officials should e-mail Kelly LoTempio, SBA Buffalo District Office at [Kelly.lotempio@sba.gov](mailto:Kelly.lotempio@sba.gov) to be placed on our mailing list for 2007.

*The SBA, SCORE Buffalo Niagara and Business First invite your participation. We encourage you to join us in a strong, coordinated effort to increase procurement opportunities for Western New York small businesses.*

## ***Upcoming SCORE WORKSHOPS***

### **Financial Management for Small Businesses**

Canisius College-Center at Amherst  
300 Corporate Parkway  
Amherst, NY 14226  
Wednesday, September 6, 2006; 8:30 AM - 1:00 PM  
\$25  
You will learn the essentials of financial management, a management tool critical to the success of your business. The workshop will cover financial analysis and financial statements, how created and used, and other financial documents and terms that are necessary for your business's growth.

### **Starting and Managing Your Business**

Buffalo & Erie County Library  
Lafayette Square  
Buffalo, NY 14208  
Wednesday; September 20, 2006; 8:30 AM - 4:30 PM \$25 – includes coffee and donuts

This workshop is a must for new business startups to learn all the elements of business management required for success. It is also very helpful for those in business that may be experiencing problems, or want to fine-tune their business for greater efficiency and success.

You will learn about marketing research, marketing, business planning, insurance, federal and state taxes, legal structures, government resources, financing, counseling and more. Representatives from the private sector, SCORE, and government agencies will make presentations. SCORE members will be available for counseling if desired.

**JUST PRINT AND BRING THIS E-MAIL WITH YOU TO THE WORKSHOP AND GET \$5.00 OFF THE PRICE OF THE WORKSHOP.**